Message Text

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E.O. 11652:N/A DRAFT)

TAGS: EFIN, AG

SUBJECT: EXIMBANK WRAP-UP

1. SUMMARY: ON 6 APRIL EXIMBANK APPROVED (A) PRELIMINARY COMMITMENTS (PC'S) TO MORRISON-KNUDSEN AND SEDCO FOR HASSI R'MEL - ARZEW GAS PIPELINES, (B) LETTER OF INTEREST (L/I) TO BECHTEL FOR HASSI R'MEL - ARZEW LPG PIPELINE, (C) L/I TO PULLMAN KELLOGG FOR ARZEW LPG PROJECT (AND ISSUED L/I TO FLUOR FOR SAME PROJECT), (D) L/I TO PACCAR LIMITED OFFICIAL USE

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FOR TRUCKS AND TRACTORS TO SONACOME, AND (E) EXTENSION OF PC TO FOSTER WHEELER ON LNG-3. THIS IS FYI, AND WHILE YOU MAY CONFIRM VARIOUS ACTIONS TO SONATRACH, GOA, OR SUPPLIERS' REPS ON IF ASKED BASIS, WE WISH TO AVOID GIVING ALGERIANS IMPRESSION THAT THERE WAS ANY LOGJAM BY ADVISING THEM OF BLANKET APPROVAL. END SUMMARY.

2. PC 4153 TO MORRISON-KNUDSEN FOR DOLS 162 MILLION IN U.S. COSTS OF TWO 42-INCH GAS PIPELINES, IS ON BASIS OF

15 PERCENT CASH (DOLS. 24.3 MILLION), 55 PERCENT EXIM LOAN AT 8.5 PERCENT INTEREST (DOLS. 89.1 MILLION), AND 30 PERCENT UNGUARANTEED PRIVATE LOAN (DOLS 48.6 MILLION). REPAYMENT IN 16 S/A'S BEGINNING 6 MONTHS AFTER COMPLETION BUT NOT LATER THAN 31 OCT 82.

- 3. PC 4153A TO SEDCO FOR SAME PROJECT ON SAME PATTERN AND TERMS, EXCEPT REPAYMENT STARTING 30 NOV 81 (REFLECTING SHORTER ESTIMATED CONSTRUCTION PERIOD). AMOUNTS BASED ON DOLS. 152.6 MILLION IN U.S. COSTS ARE CASH DOLS 22,890,000, EXIM LOAN DOLS. 83,930,000, AND PRIVATE LOAN DOLS. 45,780,000.
- 4. L/I TO BECHTEL IS FOR DOLS. 39 MILLION IN U.S. COSTS OF 24-INCH LIQUEFIED PETROLEUM GAS (LPG) PIPELINE.
- 5. L/I TO PULLMAN KELLOGG IS FOR DOLS. 295 MILLION IN U.S. COSTS OF LPG SEPARATION AND STORAGE FACILITIES AT ARZEW.
- 6. L/I TO FLUOR IS FOR DOLS 119 MILLION IN U.S. COSTS OF ARZEW LPG PROJECT.
- 7. PARSONS, TO WHICH L/I ISSUED IN OCT 77, KELLOGG, LIMITED OFFICIAL USE

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AND FLUOR ARE ALL IN PROCESS OF SUBMITTING DETAILED (AND REVISED) INFO TO SUPPORT PC REQUESTS ON ARZEW LPG PROJECT.

- 8. L/I TO PACCARIS FOR DOLS 53 MILLION IN U.S. COSTS
 OF 973 TRUCKS, TRACTORS, AND RELATED EQUIPMENT TO
 SONACOME. (VARIOUS OTHER U.S. MANUFACTURERS AND BANKS
 HAVE INQUIRED INFORMALLY ABOUT SAME OR OTHER PORTIONS
 OF OVERALL PACKAGE OF TRUCK EQUIPMENT. THEY MAY REQUEST
 L/I'S OR ADVANCE COMMITMENTS UNDER MEDIUM-TERM BANK
 GUARANTEE OR FICA INSURANCE PROGRAMS. IF CHANCES
 APPEAR GOOD FOR SALES BY VARIOUS SUPPLIERS, EXIMBANK MAY
 CONSIDER SINGLE DIRECT LOAN PACKAGE WITH SEPARATE PRIVATE
 BANK PARTICIPATIONS FOR RESPECTIVE SUPPLIERS' PORTIONS,
 AS WAS DONE UNDER CREDIT NO. 6309 TO SONATRACH FOR
 DRILLING RIGS AND OILFIELD EQUIPMENT.)
- 9. PC 3986 TO FOSTER WHEELER ON LNG-3 EXTENDED TO 30 SEPT 78, OTHER TERMS AND CONDITIONS AS AMENDED OCT 77 REMAINING UNCHANGED.
- 10. COPIES OF PC LETTERS AND L/I'S BEING POUCHED. WISH TO RECALL TO EMBASSY THAT PC'S AND L/I'S ARE NOT PUBLICIZED BY BANK, ONLY FINAL COMMITMENTS. BANK

GENERALLY REFRAINS FROM EVEN CONFIRMING OR DENYING TO EXPORTERS OR BANKS THAT COMPETING PC'S ARE PENDING OR HAVE BEEN ISSUED. EXCEPTIONS WOULD BE CASES SUCH AS LNG-2 OR 3, WHERE IT IS PUBLIC KNOWLEDGE THAT ENGINEERING AND CONSTRUCTION CONTRACT HAS ALREADY BEEN AWARDED, OR

TRUCK CASE WHERE OBVIOUSLY NUMEROUS MANUFACTURERS ARE AWARE OF TENDER. NEVERTHELESS, EXPORTERS OFTEN CAN DEDUCE EXISTENCE OF OTHER U.S. COMPETITION OR MAY BE TOLD SO BY ALGERIANS. VANCE

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